A67.40/2: Dec. 19, 1983

EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Promotion Division, FAS, (202) 447-7103.

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December 19, 1983

Corn, rice, honey (Canada). Wants 45,000 mt corn; 45,000 mt long grain rice; and honey-40,000 lbs. Packaging: corn & rice bulk, honey in drums. Quote destinations, Liberia, Senegal, Zaire. Bank ref: Royal Bank of Canada, St. Terese, Que. CONTACT: H. Zannoun, Delnest Co., Ltd., 5181 Park Ave., Montreal, Quebec H2V 4G3, Canada. TELEX: 0525134 ATTN: BTR. Phone: (514) 272-7187. (WK 49/TOFAS 159)

Tomatoes, cabbages, carrots, apples, grapes, pears (Trinidad). Wants tomatoes, cabbages, carrots, apples, grapes, pears. One 20 ft. container each (six in total). Standard export packing. Delivery ASAP. Correspondence in English language. Quote CIF Trinidad. Bank ref: Worker's Bank of T&T, Independence Square, Port of Spain, Trinidad. CONTACT: Franklyn Piralli, Super Spares Motor Supplies Ltd, 40 Streatham Lodge Road, Tunapuna, Trinidad. (WK 49/TOFAS 132)

Chocolates (Chile). Wishes to act as U.S. representive for chocolates in Chile. Quote CIF Valparaiso. Bank ref: Banco Nacional, Sucursal Almendral, Valparaiso; Banco De Credito E Inversiones, Prat 801, Valparaiso. CONTACT: Julio Piazze, Piazze Y Cia, Condell 1595, Valparaiso, Chile. Phone: 7395. (WK 49/TOFAS 329)

Breakfast cereal, rice (Chile). Wants 300 boxes monthly of breakfast cereals and 50 tons bi-monthly of long grain rice. Quote CIF Valparaiso. Bank ref: Banco De Credito E Invesiones, Prat 801, Valparaiso. CONTACT: Rene Dinamarca Castillo, Distribuidora Costanera, Chacabuco 2738, Valparaiso, Chile. Phone: 4411 & 3121. (WK 49/TOFAS 330)

Animal blood (Sweden). Wants animal blood, unprocessed in tanks or dried. Direct contact with slaughtering plants preferable. CONTACT: Bjorn Wallen, Investment AB Premium, Regementsgatan 29 B, Malmo, Sweden. TELEX: 12442 or 12443 FOTEX S ATT. ARGENTUM. Phone: 040/91 55 50. (WK 49/TOFAS 194)

Wheat germ oil (Sweden). Wants wheat germ oil, unrefined, cold pressed. Quantity & quality unknown. CONTACT: Martti Raina, Marere HAB, Sveavagen 12, Hallstahammar, Sweden. Phone: 0220/10228. (WK 49/TOFAS 196)

Issued weekly by the Export Promotion Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 4945 South Building, Washington, D.C. 20250.

Sweet shelled almonds (Belgium). Wants 700 mt. sweet shelled almonds. Delivered in bags of 1 kilo, in cartons of 10 or 25 kilo's or bulk in heavy gunny bags of 50 kilo's. Merchandise according to international I.S.O. Standards. Price quotations CIF 5 ports in Egypt. Delivery ASAP. CONTACT: Mr. Dubois or Mr. Ismail, Medis Belgium, Boulevard Lambermont 182, 1030 Brussels, Belgium. TELEX: 64555 MEDIS B. Phone: 33(2) 2161910. (WK 49/TOFAS 23)

Dried prunes (Belgium). Wants 800 mt dried prunes. Delivered in cellophane bags of 1 kilo, in cartons of 10 or 15 kilo's or bulk in cartons of 10 to 20 kilo's packed with cellophane paper. Merchandise according to international I.S.O. Standards. Price quotations CIF 5 Ports in Egypt. Delivery ASAP. CONTACT: Mr. Dubois or Mr. Ismail, Medis Belgium, Boulevard de Lambermont 182, B-1030 Brussels, Belgium. TELEX: 64555. Phone: 33(2) 2161910. (WK 49/TOFAS 24)

Seedless raisins (Belgium). Wants 700 mt seedless raisins. Delivered in cellophane bags of 500 grams in cartons of 10 or 15 kilo's or bulk in cartons of 10 to 15 kilo's packed in cellophane paper. Merchandise according to International I.S.O. standards. Price quotations CIF 5 Ports in Egypt. CONTACT: Mr. Dubois or Mr. Ismail, Medis Belgium, Boulevard Lambermont 182, B-1030 Brussels, Belgium. TELEX: 64555. Phone: 33(2) 2161910. (WK 49/TOFAS 25)

Bee comb honey (Belgium). Wants fabricated bee comb to produce bee comb honey. Quantity one container every two months. For human consumption. Packaging as appropriate. Delivery ASAP. Price quotations CIF Antwerp. CONTACT: Altan M. Peker, S.P.R.L. Trakya, Blvd. de Dixmude 65, B-1000 Brussels, Belgium. TELEX: 64315 TRAKYA B. Phone: 33(2) 2176969. (WK 49/TOFAS 26)

Honey (Belgium). Wants one container every two months of honey for human consumption. Packaging as appropriate. Delivery ASAP. Price quotation CIF Antwerp. CONTACT: Altan M. Peker, S.P.R.L. Trakya, Blvd. de Dixmude 65, B-1000 Brussels, Belgium. TELEX: 64313 TRAKYA B. Phone: 33(2) 2176969. (WK 49/TOFAS 27)

Wheat germ meal (W. Germany). Wants 800 metric tons annually of wheat germ meal extracted or pressed, produced from fresh germs. Packaging in paper bags. Quote CIF Bremen. Delivery 1984. CONTACT: Joachim Luepke, Hafen Muehlen-Werke GmbH, Goebenstrasse 14, 2800 Bremen 1, W. Germany TELEX: 245787 HAMUE D. (WK 49/TOFAS 130)

Walnuts, almonds (Netherlands). Wants walnuts and almonds in shell, container loads, institutional pack. Quote CIF R'Dam. Bank ref: ABN, The Hague. CONTACT: M. Dinsi, Sohil International, Hannemanplantsoen 51, Den Haag, Netherlands. TELEX: 34566. Phone: 070-800153. (WK 49/TOFAS 501)

Raisins (Netherlands). Wants raisins, container loads, retail pack. Quote CIF. CONTACT: R. Van Rees Vellinga, Hal Consumenten Produkten Ned B.V., P.O. Box 19164, 2500 CD Den Haag, Netherlands. TELEX: 32204. Phone: 70-473234. (WK 49/TOFAS 502)

Popcorn (Greece). Wants Purdue 410 hybrid popcorn, 5,000 pounds. Phytosanitary Certificate required. Packed in cartons, 20 pounds content, 4 bags X 5 pounds. Delivery Port of Piraeus, Greece. Quote CIF Piraeus. Bank

ref: Commercial Bank of Greece, Heroon Square Branch, Athens. CONTACT: Konstantina Kouleli, N.L. Koulelis, P.O. Box 3468, Athens, Greece, 102-10. CABLE: NICULSIA. Phone: (01)3213564, (01)3219641. (WK 49/TOFAS 201)

Beef cattle tender (Korea). Tender for 9,500 head, female, either Hereford, Charolais or Simmental. Specs: live wt over 230-280 kgs. per head at the time of inspection, polled or dehorned. Geneologies of cattle: Santa Gertrudis, Brahman excluded. Delivery 5,000 head before Feb. 20, '84, 4,500 head between March 10 - 20, 1984 3% more or less. Quote C&F Korean Port or Airport basis. Loading limitation of air transportation: B-747 - 380 head; DC- 10 - 180 head; B-707 - 100 head; DC-8 - 150 head. Bidder shall establish deposit to NLCF a bid-bond in amount not less than 2% of total bidding value, in the form of cash, city bank check and/or Irrevocable Letter of Credit by 10:00 AM, Dec. 23, 1983. Deadline: 11:00 AM, Dec, 23, 1983 at NLCF's conferene room. CONTACT: Gen. Mgn. of the Procurement Dept, Nat'l Livestock Cooperatives Federation, Seoul, Korea. TELEX: 23517 NALICOF. Phone: 783-1668. (WK 49/TOFAS 883)

USDA Prime Black Angus Beef (Thailand). Interested in fresh, chilled USDA Prime Black Angus, Prime rib beef. CIF quotations with air freight delivery. Approximately 100 kilograms per week. Only top quality Prime beef desired. Bank ref: Laem Thong Bank Ltd., 289 Suriwongse Road, Bangkok 10500. CONTACT: Charles Grossrieder, Chef, Dusit Thani Hotel, Rama IV Road, Saladaeng, Bangkok 10500, Thailand. TELEX: 81170 DUSIGEL TH. (WK 49/TOFAS 10)

Bee pollen (Netherlands). Wants unspecified quantites of honeybee pollen. CONTACT: P.L. Simon, Hasko, P.O. Box 346, 5140 AH Waalwijk, Netherlands. Phone: 04160 - 35343. (WK 49/TOFAS 505)

Cotton (Bangladesh). Bangladesh trading firm is interested in representing U.S. supplier(s) of cotton, principally 1-1/16 & 1-1/32 inch staple. Interested suppliers should contact address below. Bank ref: Pubali Bank Ltd., Main Branch, CDA Building, Chittagong. CONTACT: M. Mahroozz Samdani, Gramsieco Limited, 7, Laldighi East, Chittagong, Bangladesh. TELEX: 642531 AREX. CABLE: MAMOON, CTG. (WK 49/TOFAS 123)

Yellow corn (France). Wants 15,000 mt No. 2 yellow corn. Packaged in bulk. Quote CIF Pasajes/Bilbao. Delivery ASAP. Company would also like to receive quotations CIF Abidjan for 5,000 mt No. 2 yellow corn in 75-kilo jute sacks. Bank ref: Banque Du Development - Mali. CONTACT: Mr. Delas or Mr. Tolosa, Blvd De Lamer - Residence Le Grande Larce, 64700 Hendaye, France. TELEX: 570820 PUTLIC PAU (Code 50640041). Phone: 07/335 9207282 (Mr. Tolosa). (WK 49/TOFAS 342)

Californian red worms (England). Company is interested in contacting U.S. suppliers of Californian red worms. Quantity sought is approximately 50 kg of high quality worms. Quote CIF. Bank ref: Barclays Bank plc., 87 High Street, Godalming, Surrey, England. CONTACT: Major Fleming, Upper House Farm, Shamley Green, Near Guildford, Surrey GU5 OSY, England. Phone: 0483 252582. (WK 49/TOFAS 20)

Corn chips, tortilla chips, savory snacks (England). Newly formed company wishes to import snacks for use in their Cocktail Shop. Quality to be First Class with delivery direct to UK port. Bank ref: Williams & Glynns Bank Ltd, 28 Cavendish Square, London W1. CONTACT: Nicholas A. Mobbs., The Cocktail Shop, 5 Avery Row, London W1X 9HA, England. TELEX: 261376. Phone: 01 4939744. (WK 49/TOFAS 21)

Corn tender (Egypt). Tender No. GASC/39-84/ARE for 150,000 mt U.S. No. 2 or better yellow corn in bulk to be shipped in Jan. 1984. Financed under A.I.D. Grant 263-K-606. Bid opening will be at 3:30 P.M., Washington, D.C. time December 29, 1983, at Embassy of the Arab Republic of Egypt. A copy of the invitation for bids, including specs, terms & conditions obtained by written request accompanied by check, cash, or money order for $10.00 payable to Embassy of the Arab Republic of Egypt, Commercial and Economic Office, 2232 Massachusetts Avenue, NW., Washington, D.C. 20008. Phone: (202) 265-9111. Interested firms should assure that firms complete business address, city, state, zip code, and telephone number are included in request. Purchaser is the General Authority of Supply Commodities, 24 Goumhoria Street, Cairo, Egypt. ARE. (WK: 49/TOFAS 0001)

Trade Developments

Mid-Western Governors to Host FOODARRAY In Chicago, January 26, 1984. The Governors of the Mid-Western states of Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota and Wisconsin will host the first Mid-America FOODARRAY in Chicago. A FOODARRAY is designed to promote exports of food products from the Mid-Western states.

Food processing and trading companies will have a unique opportunity to get exposure for international markets. The FOODARRAY is a food tasting reception and exhibit where the products of the participating companies are prepared and served on a large sampling table. Individual company exhibits are set up around the table.

Members of the foreign diplomatic community stationed in the U.S. will attend the FOODARRAY, offering exhibiting food companies the chance to meet individuals who frequently receive requests from buyers in their home countries. Also in attendance will be representatives of state and federal government, foreign trading companies, foreign trade development commissions, U.S. export trading and management companies and companies involved in the international hotel, restaurant, institutional and industrial food trade. Executives from international freight forwarders, international transportation companies and international banks have also been invited.

Coverage of the Mid-America FOODARRAY in Chicago will be featured on the "Ag Day" television program which is syndicated nationally on 71 stations.

The Mid-America FOODARRAY in Chicago is managed by MIATCO, the international marketing organization of the Mid-Western states, headquarted in Chicago. The FOODARRAY is one of a continuing programs of international marketing events. The most recent Mid-America FOODARRAY was held in

London in October. Plans are underway for additional Mid-America FOODARRAYS in Japan (Okinawa), Singapore, Malaysia, Hong Kong and aboard a tall sailing ship in the Caribbean. Interested companies can contact their state department of agriculture, marketing division for more information or call MIATCO on (312) 368-4448.

CONTACTS FOR U.S. FARM PRODUCTS
A FREE EXPORT PROMOTION TOOL

The tradeletter, CONTACTS for U.S. Farm Products, is an export promotion service offered FREE by the Foreign Agricultural Service to help American companies introduce agricultural products to foreign markets. The CONTACTS provides names and addresses of U.S. suppliers and a brief description of the agricultural products they offer to potential foreign buyers.

CONTACTS is designed to help publicize the availability of U.S. agricultural products and services in foreign markets. The CONTACTS tradeletter will allow a U.S. supplier to advertise their product or service in a free 100 word or less trade announcement. The newsletter is transmitted overseas monthly to our Agricultural Officers where they distribute it to agricultural importers. In addition, the newsletter is translated into Japanese, Spanish, French, Italian, and Greek.

If you would like to participate in this program contact the marketing representative with your State Department of Agriculture, or call (202) 447-7103 for further information on how to participate in the CONTACTS program. While preference for participation in this program is given to new-to-market products and new-to-export firms, all firms are invited to participate.

MAILING LISTS

Through the use of computer technology, the Foreign Agricultural Service can provide you with mailing lists of U.S. food exporters or potential foreign food importers. The domestic and foreign data bases have been under development for the last three years and are being constantly updated. For a nominal service charge we can provide you with the names, addresses, telephone numbers and telex numbers of domestic exporters or potential foreign importers for a wide range of commodities. If you would like more information please write to the address below and indicate your preference for foreign or domestic data. In supplying the mailing lists, the Department of Agriculture and the Foreign Agricultural Service does not guarantee reliability of the domestic suppliers or foreign importers.

Foreign Agricultural Service
Export Programs Division, Room 4945-S
TORS Mailing Lists
Washington, D.C. 20250
(202) 447-7103

FOREIGN AGRICULTURAL SERVICE COMMODITY SPECIALISTS

In an effort to provide our subscribers with more comprehensive information we have included a listing of several divisions of the Foreign Agricultural Service. If you have a commodity-specific question concerning a marketing or analytical related problem please contact the specific Commodity and Marketing Programs division for assistance. If you are concerned about trade issues such as product acceptance in a country or a trade policy related question please contact the appropriate division in International Trade Policy.

COMMODITY AND MARKETING PROGRAMS

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FOREIGN AGRICULTURE CIRCULARS

The Foreign Agricultural Service issues a number of Foreign Agriculture Circulars during the year on various commodities and export services for the food and agricultural trade, as well as specialized publications pertaining to individual commodities.

HOW TO ORDER: Check the title of each publication you wish to order. Remit a check for the total amount payable to the Foreign Agricultural Service. Only checks on U.S. banks, cashier's checks, or international money orders will be accepted in payment. NO REFUNDS CAN BE MADE. Mail this form to: Foreign Agricultural Service
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